

AUTO EXHIBITORS CLOSE MANY SALES

Convention Hall Show Increases Business—Crowds Thronging Attraction.

DISPLAY INCREASED
BY ATTRACTIVE CARS

Praise Given Management for Efforts—Mechanics Popular With Sightseers.

By HARRY WARD.

The automobile and aeronautical show is the talk of the town. Crowds are thronging the spacious aisles of Convention Hall for a peek at the many fine machines that have been brought to Washington, and the exhibitors are as busy as bees explaining the merits of their cars and booking orders. The pleased expression each exhibitor is wearing indicates that the show is a great business getter.

Among prominent people at the show yesterday were Col. Fred L. Denny, of the Marine Corps, and Miss Denny; Hon. Herbert Wadsworth, Gen. Clarence Edwards, Hon. David Mercer, George Kustis, Charles Johnson, F. P. Pyke, Representative Carter Glass, and Senator W. A. Smith.

Brush Cars Arrive.

The exhibit of the Belmont Garage Company, consisting of a Brush runabout and a Brush roadster, arrived yesterday and was installed by L. J. Wilcox and J. O'Regan. Both cars are finished in bright red and attracted much attention, particularly the roadster model, which has a large cylindrical gasoline tank on the rear platform, giving it the appearance of a racing car.

Lester D. Moore, Jr., and his staff had their hands full demonstrating the simpler of Reo and Palmer-Singer cars. An attractive feature of the exhibit is the illuminated working chassis of the four-cylinder Reo. The motor is kept running so that visitors can see how the moving parts operate. Interest in the four-cylinder Reo is heightened because of the record which this car made in the recent road race from New York to Atlanta.

The Reo made a perfect score, and as twenty-six other cars also finished with perfect scores, R. M. Owen, who drove the Reo, issued a challenge for a technical examination of all cars to determine the real winner. As the challenge was not accepted by any other make of car, the Reo makers maintain their car as the winner. The new Reo is now called the Reo Challenger.

Flanders "20" Shown.

The Flanders "20" made its Washington debut at the show yesterday. The car was received from the factory early in the day, and was immediately placed in the booth of the Commercial Automobile and Supply Company. Throughout the afternoon and evening the new car was surrounded by an admiring throng, and Manager "CHIT" Long and his assistants were kept on the jump explaining the mechanism of the car and looking requests for demonstrations.

Featured in the designing of this new car is the fact that the tubular underframe carries the motor, radiator, dash, steering gear, pump, magneto, and coil on its two parallel tubes, while the transmission is found on the rear axle. The motor is of the four-cylinder variety, with a bore of three and five-eighths inches and a stroke of three and three-quarters inches, giving it a rating of 20 horsepower. The transmission is of the semi-selective type, affording two forward speeds and reverse. A Flanders feature is that the clutch and service brake are interconnected, so that only one foot lever is required.

The exhibit of the Motor Sales Company was augmented yesterday by the addition of a Moon "30" equipped with a toy tonneau body. The car is very striking in appearance, the running gear and body being painted a bright yellow, while the hood and panels are marked in black.

John S. Larcombe, Jr., secretary and treasurer of the Motor Sales Company, has secured this car for his personal use. "The Moon, and Rauch and Lang exhibits are being attentively inspected by show visitors," said Mr. Larcombe, "and we have a number of good sales that are on the point of being closed."

Pullmans Admired.

The Pullman exhibit of Barnes and Hendrick has been much admired, and numerous demonstrations have been booked. A Pullman won the trophy in division 2 of the Munsey tour, and this trophy occupies a prominent place in the Pullman booth.

George W. Bennett, Eastern sales manager of the White Company, attended the show last night, and was much impressed with the fine exhibition.

"Washington has a show that compares favorably with any show held this year, and it is sure to result in many sales," he said. Mr. Bennett is one of the pioneers in the automobile business, having graduated from the bicycle business when the auto first came out in this country.

The new White gasoline car has made a tremendous hit and was one of the sensations of the New York show. The White is featured by a motor of the in-line type and is remarkable from the fact that there is an absence of piping around the engine, the intake, exhaust, and water manifolds being hidden from view. The polished White chassis exhibited at the local show affords visitors a splendid opportunity to get a line on this new car.

Capital Cars Popular.

The big exhibit of the Carter Motor Car Corporation always has an admiring crowd around it. The Washington car is making many friends, not only because it is well made and has very graceful lines, but because it is distinctly a home product, being manufactured almost within a stone's throw of the Capital.

President A. Gary Carter and the other officers of the company were in constant attendance at the show. A striking feature of the exhibit of the Cook and Stoddard Company is the Pierce-Arrow chassis. Sharing honors with it are a number of other chassis, including a Franklin, Cadillac and Baker electric. These chassis are finished in nickel and are very attractive. The Cadillac chassis is operated by an electric motor and when working it is surrounded by many visitors, who want to see how the machinery of an automobile works.

Speedwell On View.

A new car in Washington is the Speedwell, which is shown at the show by the Newbold-Speedwell Company. The model exhibited is of the touring type, equipped with a 50-horsepower motor, the bore and stroke being five inches square. The cylinders are cast in pairs with integral cylinder heads and valve chambers, but with separate water-jacket heads. The ignition system uses the Bosch dual type, combining a small armature and battery and with but one set of spark plugs to the system. The lubricating idea is of the self-contained force-feed type. More than forty oil and grease cups are used on the car. The Speedwell transmission is of the selective sliding type, giving three speeds forward. The rear axle is of the full floating type.

Auto Show Gossip.

E. P. Nussbaum, sales manager of the Jones speedometer, blew into the show yesterday afternoon. "Nussy" is an old Washington boy and has many friends in automobile circles. He will leave tonight for Detroit, where another show is in progress.

Thomas B. Hutchinson, secretary of the Automobile Club of Maryland, was among last night's visitors. He visited the booth of the Automobile Club of Washington and was greeted by President H. Chadwick Hunter and other officers of the club. Mr. Hutchinson was much pleased with the show.

Among the sales made yesterday by the Pope Automobile Company of Washington was a Pope-Hartford touring car, purchased by Terrell & Little, real estate dealers, and an Oakland roadster, which J. W. Alby, of Staunton, Va., bought.

The Motor Car Company is making numerous sales. Some are: Chalmers-Detroit "30" inside drive coupe to C. F. Sealy, Chalmers "30" roadster to C. V. Watson, and a Peerless limousine to Christian Heurich.

Tomorrow will be society day at the show. The price of admission will be doubled, and Manager Johnson expects a large outpouring of society folk. "Society days" are always a big feature of automobile shows.

The Overland Sales Agency reports these sales: Overland touring cars to Ray Roberts and H. M. Baker, Model 41 Overland touring car to U. C. Colburn, Model 40 runabout to W. E. Cooper, and Model 28 runabout to J. F. Everts.

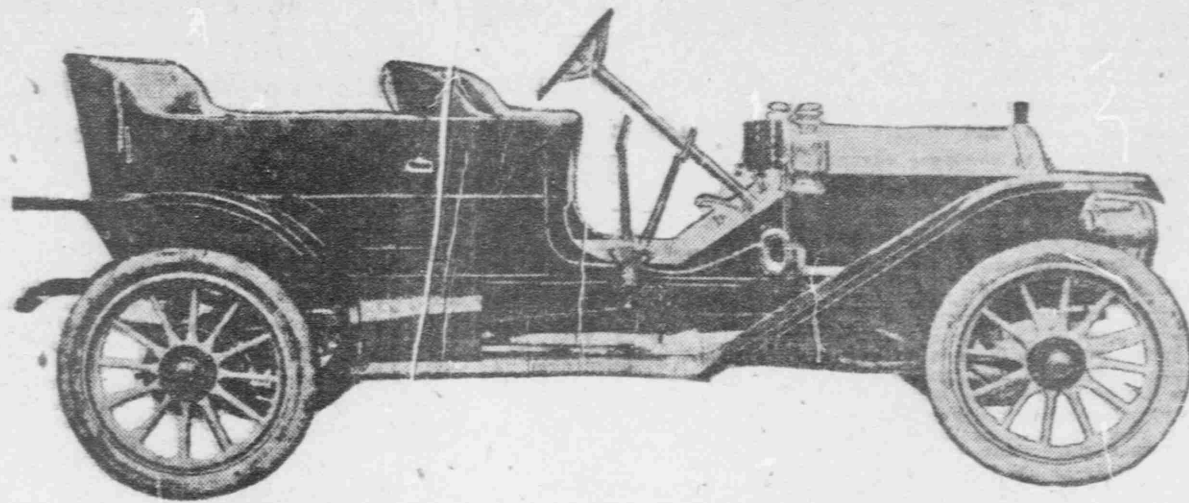
Fred Lincoln has finally succumbed to the beauties of the Spencer car and placed his order for a five-passenger touring car. One of these models is exhibited at the Spencer stand, and has been greatly admired.

Lewis Thayer attended the automobile show yesterday, and placed an order with the Wilson Company for a Hupmobile.

All the theatrical people playing in Washington this week have been invited to attend the show Friday afternoon, as the guests of the show committee. Manager Johnson extended the invitations this morning, and there was a general acceptance.

The Motor Sales Company has sold a Moon "30," equipped with a toy tonneau, to Dr. Clark. The car is finished in blue and is one of the prettiest cars ever turned out of the Moon factory.

PRIDE OF THE PULLMAN EXHIBIT



K 10 TOY TONNEAU.

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Sam Luffrell and Louis Stevenson are working all the time and to good advantage, for they closed up three fine sales yesterday. Packard "30" phaetons were sold to Charles H. Johnson and Isadore Freund, and a Packard "18" touring car was purchased by A. B. Rhinehart, of Covington, Va.

There was much rejoicing among the automobile people this morning when word was received from New York to the effect that the American Automobile Association has decided to hold the Golden tour again this year. This action was taken at a meeting of the association in New York. The decision to retain the prize offered by Charles J. Glidden and to name the run this year "The national contest for the Golden trophy" will meet with the general approval of the motorists.

A convention of the American Automobile Association, in which all motor-ists are invited to participate, will be in Chicago during the ninth annual automobile show, February 5 to 12.

O. W. Doolittle, manager of the Philadelphia branch of the Warner Instrument Company, attended the show yesterday with Frank Boyd, the company's Washington representative.

"Bud" Tatham, of the Baltimore branch of the Winton Company, comes over every day to help Johnny Fister demonstrate the Winton. "Bud" has made a lot of sales, and is a good score.

The Clement-Bayard airship which is being constructed in France for the use of the British government will soon make its appearance in that country. It will have a length of close upon 30 feet, and its propellers will be driven by engines of 50-horsepower. Upon arrival in England, the new dirigible will be accommodated in the "hangar" specially built at Wormwood Scrubs at a cost of \$25,000.

The Pittsburgh police department has made an interesting discovery. It appears that what was thought to be a mild epidemic of hydrophobia had afflicted a number of Pittsburgh dogs, thereby causing considerable inconvenience to them and annoyance to their owners and other people. Now it develops that the malady is not hydrophobia at all, but drunkenness, caused by inhaling gasoline from motor vehicles.

Captain of Police Ford, who made the discovery, declares that the dogs get intoxicated on gasoline fumes. The captain explains that there is a habit prevalent among chauffeurs of drinking gasoline. The fumes from this oil exhilarate the lumber and gives him nerve to clip curves and corners. Here is an opportunity to popularize alcohol-demonstrated, of course—Automobile Topics.

Contests for automobile sleighs are to be held in connection with the winter races to be held by the Touring Club of France at Gerardmer, in the Vosges. The tests will be made on February 13, under the regulations and with the aid of the commission des concours of the Automobile Club of France. One of the interesting features of the competition will be a class reserved to sleighs propelled by a motor driving an aerial propeller. Special encouragement is being given to this type of sleigh in the belief that it will prove the most practical.

A plan is being formulated in South Africa for the construction of an automobile race track in the Transvaal. Suitable ground has been obtained in the neighborhood of the Stimmer and Jack mine at Johannesburg, and it is proposed to have two half-mile "straights" joined by semi-circular curves.

Do you believe in the hypnotic influence of a full moon in August? Then see Augustus Thomas' new play "The Harvest Moon." National Theatre next week.

TRADES LAND FOR WHISKY.

SAN ANTONIO, Tex., Jan. 25.—James B. Aiken, of Fort Worth, has completed the sale of 160,000 acres of land in Brewster and Presidio counties for 100,000 gallons of whisky. The purchasers are owners of a Dayton, Ohio, distillery. The land is valued at \$120 an acre.

GERMAN STEEL HIGHER.

DUSSELDORF, Prussia, Jan. 25.—The German Steel Works Association has raised the price of half-rolled steel \$1.25 a ton.

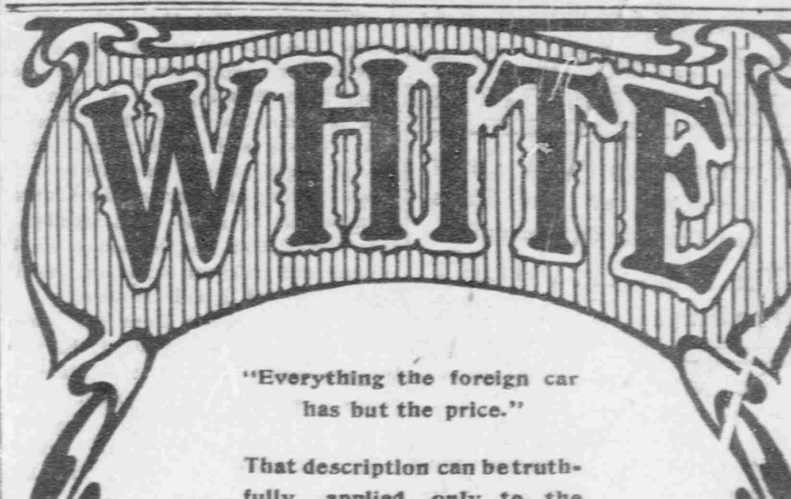
SUFFERING AND CARE.

She—I'll always love you, dear, and try to ease your sufferings and cares! He—But, dearest, I haven't any sufferings and cares, I'm happy to say! She—Oh, I don't mean now, but after we're married!—Dorbarbier.

THE entire proceeds of sales of the Sunday evening edition of The Times, January 30, will go to the Home for the Blind.

THE OLD, OLD STORY.

"Don't chide me for carrying a revolver. This little gun saved my life once." "How exciting. Tell me about it." "I was starving and I pawned it!"—Cleveland Leader.



"Everything the foreign car has but the price."

That description can be truthfully applied only to the

WHITE

gasoline car. The latest ideas of Europe, built by American brains to suit American conditions in the finest equipped factory in the world. The result is unbeatable.

SEE US AT THE SHOW
and let us show you

The White Co.

1124 Connecticut Ave.

PRINCE IS DINED BY FORMER GUESTS

Members of the Congressional delegation who visited Hawaii gave a dinner at the New Willard last night to Prince and Princess Kalaniana'ole. The beauties of the islands and the hospitality of the Hawaiians were extolled by Representative Richard Bartholdt of Missouri and Representative A. J. Barchfield of Pennsylvania.

In responding Prince Kalaniana'ole said he hoped the relations now existing between the United States and his country would so increase in cordiality that nothing could sever the bond.

All Humors

Are impure matters which the skin, liver, kidneys, and other organs cannot take care of without help.

Pimples, boils, eczema and other eruptions, loss of appetite, that tired feeling, bilious turns fits of indigestion, dull headaches and many other troubles are due to them. They are removed by

Hood's Sarsaparilla

In usual liquid form or in chocolate tablets known as Sarsatabs. 100 doses \$1.

A BANNER THURSDAY

During Our Great

"MARK-DOWN" SHOE-SALE



Prior to Stock-Taking we're reducing our efforts to convert into cash as many Shoes as we possibly can.

NOT Sales Shoes—nor Undesirables—but up-to-date, thoroughly reliable "HAHN" Footwear is offered at prices that you'll not be able to buy at for many a day to come.

Don't fail to come tomorrow!

MEN'S "FLORSHEIM" \$5 and \$6 Shoes at **\$3.85**

Unrestricted choice of from over 50 different styles of Hahn's famous "FLORSHEIM" custom-made High and Low Shoes—Any style, shape, leather or size.

MEN'S \$3.50 AND \$4.00 Shoes at **\$3.15**

9 Styles of High Grade \$4 Shoes—Patent Colt or Calf. 14 Styles of our great "TRI-WEAR," the Kings of \$2.50 Shoes.

MEN'S GREAT \$3 Values at **\$2.35**

12 up-to-date Styles of Good-year Welted Winter Shoes—Gun Metal Calf, Box Calf, Storm Calf, Kid and Patent Colt Button, Blucher and Laced Shoes.

WOMEN'S \$2.50 and \$3.00 FOOTWEAR at **\$1.87**

At \$1.87 we offer for tomorrow 22 pretty styles of Evening and Party Slippers, in all colors of Kid, as well as Black Patent Leather or Calf-Ties, Pumps or Strap Slippers. 25 kinds of excellent wearing Laced and Button Boots, Patent Leather, Vici Kid, Tan or Black Calf.

Women's Stunning \$3.50 & \$4 Boots at **\$2.87**

Positively the greatest values in high-grade Boots we've ever offered—38 styles to select from, each a masterpiece of the shoe-makers' art. Most any shape of heel or toe you want.

Our Great "WI-MO-DAU-SIS" **\$2.65**

These famous Boots are rarely ever reduced in price, but this week you have the opportunity of buying any "WI-MO-DAU-SIS" Demi Calf Laced or Button Boots, instead of \$3, at \$2.65.

Childs' Kid Boots at 48c	Boys' & Girls' Shoes \$1.15	\$2.00 Grade Boys' Shoes \$1.48	Girls' Storm Boots \$2.15
Spring Heel or Stilettos Kid Laced and Button Boots; sizes to 8 at 48c.	Shoes for Boys; sizes to 5 1/2. Kid, Button and Laced for Girls; sizes to 2.	Durable Box Calf and Kid Blucher and Laced Shoes for Boys; sizes to 5 1/2.	Extra high cut Tan and Black Calf Button Boots sizes 12 to 5.

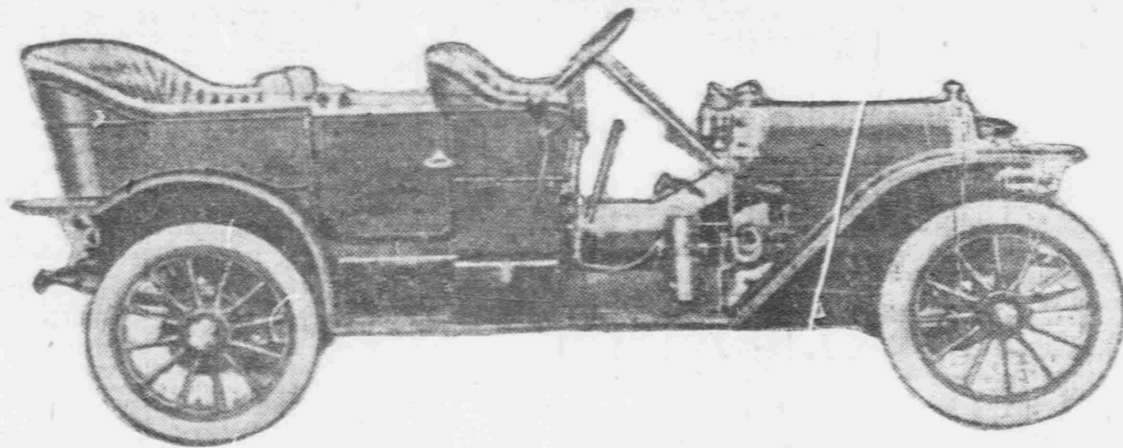
Hahn & Co.
3 RELIABLE SHOE HOUSES
COR. 7TH AND K. STS.
1914-1916 PA. AVE.
233 PA. AVE. S.E.

BROWN'S Bronchial Troches

A preparation of superior merit for relieving Coughs, Hoarseness and Irritation of throat; of great benefit in Long Troubles, Bronchitis and Asthma. Free from opiates or any harmful ingredient. Price, 25 cents, 50 cents and \$1.00 per box. Sample mailed on request.

JOHN I. BROWN & SON, Boston, Mass.

The Speedwell



The Perfect Car

Power, style, and luxury are combined in The-Speedwell as in no other car. In every respect does it meet the demands of the most critical.

To the engineer, the details of its construction, the splendid combination of high-grade materials, and workmanship must inevitably appeal. To the average owner with whom serviceability, style, and luxury are of paramount importance, the unrivaled excellence of the Speedwell in every one of these respects establishes its supremacy in his regard.

The marvelous success of the Speedwell is due entirely to the uniform perfection of every feature it contains—a uniformity which applies to the quality of its service as well as to the quality of its construction.

SEE THE SPEEDWELL AT THE AUTO SHOW

Seven-Passenger Touring Car, \$2,650

Warner Motor Company

1204 New Hampshire Ave. N.W.

George H. Covert, Manager.

